

Appendix C Pricing Index
DIR-CPO-4766
DataVox, Inc.

Manufacturer / Brand	Category	DIR Customer Discount % off MSRP
APC	Hardware - Battery Backup	7.00%
Arctic Wolf	Software - Security Monitoring	5.00%
Assa Abloy	Hardware - Access Control	10.00%
Axis	Hardware - Camera	24.75%
BCDVideo	Hardware - Servers	22.00%
Bluewave Security	Hardware - Access Control	20.00%
Brivo	Software	15.00%
DMP	Hardware - Intrusion	44.50%
Genetec	Software	29.25%
Hanwha	Hardware - Camera	20.00%
LenelS2	Software	41.25%
OpenPath	Hardware - Access Control	15.00%
Pure	Storage	37.00%
Pure	Maintenance	6.00%
Pure	Maintenance Renewal	6.00%
Pure	Manufacturer Professional Services	6.00%
Pure	Training	6.00%
Salient	Software	27.00%
Shooter Detection Systems	Hardware - Shooter Detection	15.00%
Siklu	Hardware - Wireless Point to Point	15.00%
Singlewire	Software	15.00%
Singlewire	Subscription	15.00%
Singlewire	Maintenance	15.00%
Singlewire	Maintenance Renewal	5.00%
Singlewire	OEM Pro Services	10.00%
Valcom	Hardware	7.00%
Verkada	Hardware	27.00%
Vmware	Academic Licensing	10.00%
Vmware	Non-Academic Licensing	10.00%
Zenitel-Stentofon	Hardware & Software	20.00%
Zerto	Software	5.00%
Zerto	Subscription	5.00%

Related Services		
DataVox Services for Arctic Wolf, Pure, Singlewire, Vmware, and Zerto		
Manufacturer / Brand	Category	DIR Customer Discount % off MSRP

DataVox	Level 1 Engineer	5.00%
DataVox	Level 2 Engineer	5.00%
DataVox	Level 3 Engineer	5.00%
DataVox	Advanced Project Management	5.00%
DataVox	End User Training Standard	5.00%
DataVox	Standard Project Management	5.00%

DataVox Services for All Other Manufacturers		
Manufacturer / Brand	Category	DIR Customer Discount % off MSRP
DataVox	Level 1 Design	26.00%
DataVox	Level 2 Design	26.00%
DataVox	Level 3 Design	26.00%
DataVox	Project Management	26.00%
DataVox	Security Project Manager	26.00%
DataVox	Programmer	26.00%
DataVox	System Engineer	26.00%
DataVox	Technician Level 1	26.00%
DataVox	Technician Level 2	26.00%
DataVox	Technician Level 3	26.00%
DataVox	Site Survey	26.00%
DataVox	Training Level 1	26.00%
DataVox	Training Level 2	26.00%
DataVox	Training Level 3	26.00%